



# ***DON Mentor-Protégé Program***



**Oreta Stinson**  
**Deputy Director,**  
**Department of the Navy**  
**Office of Small Business Programs**

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# *What is the DoD Mentor-Protégé Program?*



- ❑ Congressional Mandated DoD Program established as Pilot in 1990 under section 831 of Public Law 101-510 to incentivize large businesses (mentors) to provide development assistance to small businesses (protégés) through an approved agreement.
- ❑ Annual funding varies
  - DOD \$27.7 M
    - ❑ Navy \$5M
- ❑ DoD Military Services and Agencies approve agreements
- ❑ Limited to eligible small business groups (SDBs, 8As, SDVOSBs, HUBZones, WOSB, entity employ 20% severely disabled)
- ❑ Over 1000 small businesses developed by DOD
  - Highly regarded by Congress, other Agencies and Industry
- ❑ Over 50 small businesses developed by DON
  - 7 current active agreements
- ❑ Nunn-Perry Award Winners
  - 26 Navy Sponsored MP Agreements





# ***FY2011 Mentor-Protégé Budget***



Navy FY-11 Budget



DoD FY-11 Budget





# *What are the types of Mentor-Protégé Agreements?*

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- Types of agreements:
  - Reimbursable
    - A reimbursable agreement provides monetary reimbursement only for the cost of developmental assistance incurred by the mentor firm provided to a protégé firm in accordance with the approved agreement. These agreements are managed by Military Services and other Defense Agencies.
  - Credit
    - A credit agreement provides the mentor credit against applicable subcontracting goals established under contracts with DoD and other Federal agencies. These agreements are managed through DCMA.
- Nunn Perry Award
  - Named in honor of former Senator Sam Nunn and former Secretary of Defense William Perry, was first awarded in 1995 to recognize mentor-protégés teams that have excelled in technical developments, cost-efficiencies and increased business opportunities for small disadvantaged firms.





# *Technology Requirements/Alignments*



■ Protégés must align their technology requirement with:

- Business Infrastructure
- Certifications
- Construction
- Engineering
- Environmental Remediation
- Green Technology
- Guam Build-up
- Manufacturing
- Research and Development
- UAV Technology Development





# *Mentors Requirements*

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- ❑ Prior to participation, mentor firms must complete and submit a mentor application to the Office of the Secretary of the Defense (OSN), Small Business Program Director, for approval as a mentor firm under the program (DFARS Appendix I-105).
- ❑ The Application may be submitted concurrently with the proposed Mentor-Protégé agreement.
- ❑ A mentor may have several Mentor-Protégé relationships; However, a protégé may have only one mentor at any given time.
- ❑ A separate Mentor-Protégé agreement must be submitted for each Mentor-Protégé relationship.







# *Protégés Eligibility*

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- ❑ Must be eligible to participate as a protégé firm:
  - Small Disadvantaged Business (SDB)
    - ❑ Indian Tribe
    - ❑ Native Hawaiian
    - ❑ Native Alaskan
  - Woman-Owned Small Business (WOSB)
  - Service-Disabled Veteran-Owned Small Business (SDVOSB)
  - HubZone
  - Entity employing at least 20% severely disabled







# *Benefits to Protégés*

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The incentives for small businesses to participate in this Program:

- Open doors
- Use as a marketing tool
- Pursue business with other prime contractors
- Receive assistance from a major prime contractor
- Develop long-standing business relationship
- May receive non-competitive subcontracts under cost-type contracts.
- Teaming opportunities with the mentor to win new contracts and/or subcontracts.





# *Evaluation Process*

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- Evaluation Process:
  - All proposals submitted to Head Contracting Agency (HCA) Small Business Office.
    - Two months prior to DON OSB submission cycle for processing
  - The mentor is required to obtain sponsorship of the agreement from the cognizant program office after coordination with the cognizant Small Business Office
  - All proposals shall be submitted to and endorsed by a Head Contracting Agency (HCA) Small Business Office.
  - The HCA Small Business Office should forward endorsed agreements for evaluation to the Mentor-Protégé Program Manager for final review by close of business on the following cut off dates.
    - *February 28<sup>th</sup>, May 31<sup>st</sup>, August 30<sup>th</sup> and November 30<sup>th</sup>*





# *Program Reporting/ Reviews*

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## ☐ Program Reporting

- Monthly Expenditure Reports
  - ☐ Due to OSBP 20<sup>th</sup> of every month
- Semi-Annual Reports
  - ☐ Mentor submits semi-annual reports to DCMA
  - ☐ Two year post review conducted by DCMA

## ☐ Program Reviews

- Semi- annual Program Management Reviews (PRMs)
  - ☐ @ DoD Mentor-Protégé Conference
  - ☐ August of each year
- Incremental Funding Reviews
  - ☐ Conducted 30 days prior to funding requirements (option years)
  - ☐ 90% of current period agreement milestone (annually)
  - ☐ 75% of distributed funds expended
- DCMA Post Program Reviews
  - ☐ Conducted 2 fiscal years after expiration of the agreement





# SAIC/ERRG NAVFAC



## SUPPORTS: NAVFAC Construction

Engineering/Remediation Resources Group (ERRG) is a Woman-Owned, 8a, SDB – providing Environmental Remediation and Restoration Services; Civil, Environmental, and Geotechnical Engineering; Military Munitions Response Services; Construction; and Emergency Preparedness and Prevention Services.

### BENEFITS

- Assisted in Expanding Services Geographically and with New DoD Clients.
- Assisted with Expansion into a New Service Area, Construction.
- Provided Business Support in the form of Improved HR Policies, QA/QC, Project Management, Contract Management and Business Development.



Environmental Engineering



Environmental Remediation



Military Munitions Response



Construction



ENGINEERING/REMEDIATION  
RESOURCES GROUP, INC.





# ***DON Nunn Perry Award Winners***

## ***Where are they now?***



<b>Awardees Sponsor</b>	<b>Mentor</b>	<b>Protégé</b>	<b>Business Type</b>	<b>Location</b>	<b>Status</b>	<b>Goods/Services</b>
2011 (FAC)	SAIC	ERRG	WOSB	CA	Large	Environmental Remediation Services
2010 (AIR)	Lockheed Martin	Aegisound	HUBZone	VA	Small	Advanced Hearing Protection Supplier
2009 (SUP)	Q.E.D.	MIS	SDVOSB	NC	Small	Plate and Sheet Metal Work Supplier
2009 (AIR)	Raytheon	Tampa Brass & Aluminum	SDVOSB	FL	Small	Aluminum Foundries
2007 (AIR)	Raytheon	The Enser Corporation	SDVOSB	FL	Small	Secondary Weapon Battery Supplier
2006 (WAR)	Lockheed Martin	M&M Technical Services	WOSB	VA	Small	Data Processing, Engineering Services
2006 (FAC)	Shaw Environmental	ERRG	WOSB	CA	Large	Environmental Remediation Services
2005 (AIR)	Raytheon	Tampa Brass & Aluminum	SDVOSB	FL	Small	Aluminum Foundries
2003 (AIR)	The Boeing Company	DACA Machine & Tool	WOSB	VA	Small	Fabricated Structural Metal
2002 (FAC)	Foster Wheeler Environmental	Nobis Engineering	SDB 8(a)	NH	Large	Environmental, and geotechnical engineering
2000 (AIR)	The Boeing Company	Manufacturing Technology	SDB 8(a)	FL	Sold	Electronic Manufacturing
1999 (FAC)	IT Group	Innovative Technical Solutions	SDB 8(a)	CA	Large	Environmental and Engineering
1997 (AIR)	Hughes Missiles Systems	Summa Technology	SDB	AL	Large	Hardware Manufacturing
1995 (AIR)	McDonnell Douglas	Ion Electronics	SDB 8(a)	MN	Bankrupted	Electronic Manufacturing







# ***NAVY MENTOR-PROTÉGÉ***

## ***PROGRAM MANAGER***



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**Oreta Stinson**

Small Business Programs

Office of the Secretary of the Navy

720 Kennon Ave S.E.

Building 36, Room 207

Washington Navy Yard, DC 20374-5015

PHONE: (202) 685-6485

FAX: (202) 685-6865

E-MAIL: [oreta.stinson@navy.mil](mailto:oreta.stinson@navy.mil)

HOME PAGE: [www.sellingtonavy.org](http://www.sellingtonavy.org)





# *Additional Contact*

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Navy Mentor-Protégé Support Contractor

Meggie Tran

202-685-6489

[Meggie.tran.ctr@navy.mil](mailto:Meggie.tran.ctr@navy.mil)

Juanita Mathis

202-685-6313

[Juanita.mathis.ctr@navy.mil](mailto:Juanita.mathis.ctr@navy.mil)







– in the final analysis  
this is what matters  
most.





# Questions and Answers

